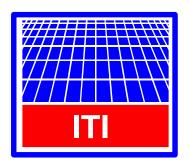


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"Seat Management" Services





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"Seat Management" Services Contract

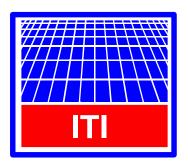
- > What Is "Seat Management?"
- "Seat Management" Is Not?
- > Why "Seat Management?"
- ➤ What Are The Basic Contracting Concepts?
- **➤** What Are The "Opportunities?"
- ➤ When Will Service Be Available?
- **➤ How Can You Help?**



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What is "Seat Management?"

- > New Approach For Managing Desk Top Services
- > End to End Services and Technology Solution
- > Emphasis on Integrated Solution Rather Than Product
- > Asset Management By Private Sector
- **▶** Desk Top <u>Services</u> Paid Per Month Per Seat Basis



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"Seat Management" Is Not?

- **➤** A Product Acquisition Vehicle
- ➤ A Fragmented Approach for Servicing Desktop
- Leasing as a PaymentOption
- **Business As Usual**

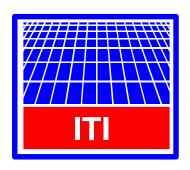


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Why "Seat Management?"

- **➤** Unified Service
- > Single Point Accountability
- **Eliminates Dependency on Hidden Resources**
- ➤ Ability to Track Technology Curve
- > Means to Achieve Common Operating Environment
- > Simplified Acquisition & Contract Administration
- > Reduced Cost



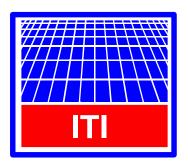


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What Are The Basic Contracting Concepts?

- ➤ Long Term Multiple Award IDIQ
- ➤ Hardware/Software Not Part Of Base Contract
- > Intermediate Term, Tailored Task Orders
- > Technology Refreshment Option Pre-Priced in T/O
- > Small Business Participation

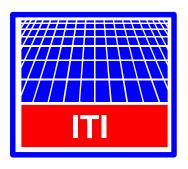




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What Are The "Opportunities?"

- > Privacy/Security
- > Broad Based Participation
- "Roll In" Assets
- > "Roll Out" Assets
- > Human Resource Considerations



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When Will Services Be Available?

Project Start Date
May 1, 1997

> Draft RFP July 1, 1997

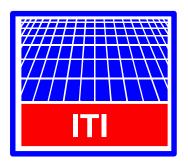
> RFP October 1, 1997

Proposals Due December 27, 1997

> Award March 1, 1998

> Service Availability April 1, 1998

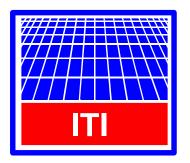




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How Can You Help?

- > Industry Can Provide:
 - Input To Aid In Framing Procurement Concept
 - Information To Help Construct Procurement
- > Agencies Can Provide:
 - Comments On The Concept
 - Input To The RFP
 - Sponsorship



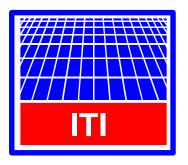
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Questions,

... Answers, and

Opinions!!





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For More Information

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